

Sheet1

TYPECOTYPEDES,C,30	TYPEID,C,1
BUS Business Associate	C
PERS Personal Associate/Friend	C
MEDIA Media	C
DONOR Donor	C
DON-N Non-Donor	C
LEAD Sales Lead	C
HOT Hot Prospect	S
MTV Television/Broadcast Media	T
MPRNT Print/Publication Media	T
MRAD Radio/Broadcast Media	T
SUPPL Supplier	T
SUBC Sub-Contractor	T
EMP Employee	C
SOFT Software Company	T
HWRE Hardware Company	T
OEM Original Equipment Manufacture	T
1991 From 1991	S
1992 From 1992	S
1993 From 1993	S
LOCAL Local	S
REGIO Regional	S
NAT National	S
INT International	S
FFAX Follow Up: FAX	S
FLET Follow Up: Letter	S
FTEL Follow Up: Telephone Call	S
DMAT Donated Materials/Goods	T
DMON Donated Money	T
CHUR Church/Clergy	T
BOARD Board Member	T
INVES Investor	C
CLIEN Client/Existing Customer	T
CLNEW New Client/Customer	T
ENDU End-User	T
CORP Corporation	T
CSERV Service-oriented company	S
CPROD Product-oriented company	S